



Foreign Agricultural Service

**GAIN Report**

Global Agriculture Information Network

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GAIN Report #PE2005

## **Peru**

## **Fresh Deciduous Fruit**

## **Grape Report**

## **2002**

Approved by:

**Lawrence D. Fuell**

Prepared by:

**Gaspar E. Nolte**

**U.S. Embassy**

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### **Report Highlights:**

Production of grapes in 2001 is estimated at around 113,000 MT, an increase of 27 percent compared to the previous year. Grape exports are forecast at 8,000 MT in 2002.

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Includes PSD changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Lima [PE1], PE

## **Executive Summary**

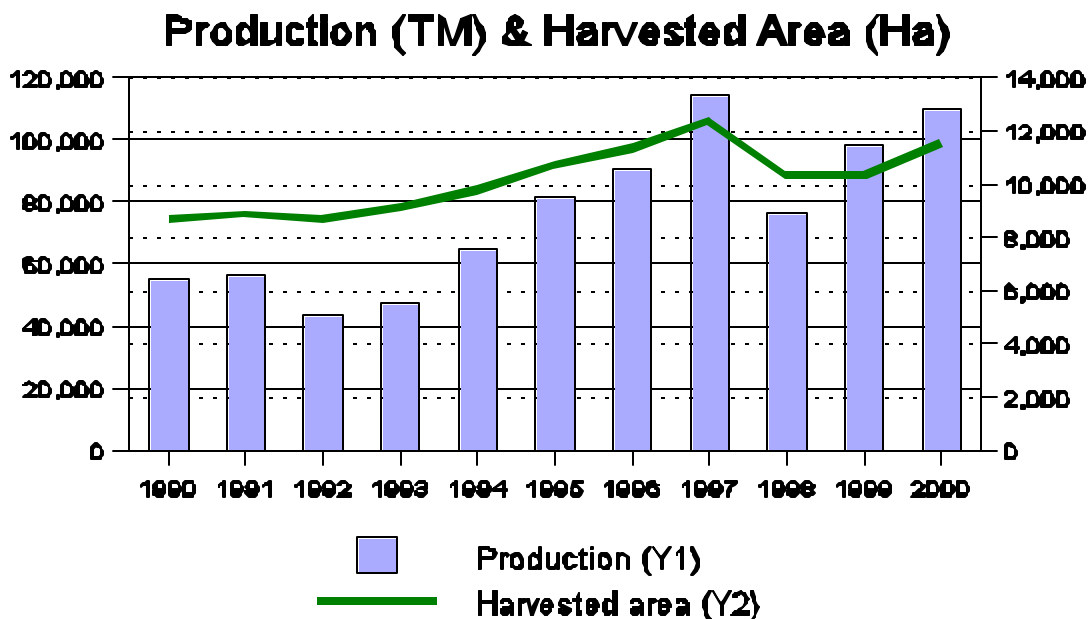
Grape production in Peru continues to grow rapidly, it increased from 55,431 MT in 1990 to about 113,000 MT in 2001. Farmers in the coastal valleys of Peru are looking to grapes as an alternative high value crop. Some of the grape production is for the local wine and brandy industries, but most new production is table grapes geared toward the direct consumption market. Even though it takes several years to see revenues from harvest, and investments are rather high, the possibility of exporting is encouraging farmers to increase production of this crop.

## Production

Production of grapes in 2001 is estimated at around 113,000 MT, increasing 27 percent compared to the previous year. Grapes are produced in the valleys along the central coast of Peru, especially in Ica, which is an area located 300 kilometers south of Lima. The area harvested in 2001 was about 13,800 hectares, about 20 percent increase compared to 2000.

The investment to produce grapes totals around 10,000 dollars per hectare during the first two years. Beginning with the third year, the cost of production is about 1,850 dollars per year. Revenues are not seen until the third year and they barely pay for the maintenance of the crop. Plants reach adult production levels after the fifth year. According to producers the expected gross income at this point is about 10,000 dollars per hectare per year.

Grape producers are organized in an association "Pro Vid" to address issues of common interest such as SPS requirements for imported grapes from Chile, marketing and trade policy.



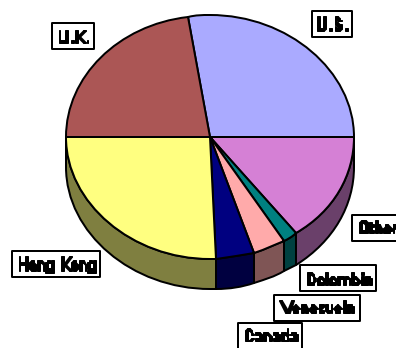
## Trade

Grape exports are forecast at 8,000 MT in 2002, a rapid increase from 840 MT exported in 1995. Grape growers in Peru are now aiming at the U.S. and E.U. markets, but to be competitive in these markets they need to grow an early harvest variety. The main varieties that are being produced are Red Globe, Flame Seedless, Thompson Seedless and Ribier. Harvest needs to begin by the end of November and end by mid January, before the Chilean harvest comes out. Producers in Peru are able to produce table grapes for this short “window”, when grapes are not readily available from other competitors on the world market. Peru’s climate is ideal for grape production, and given adequate irrigation water, yields can be high.

Peruvian grape exporters are also looking at other South American countries as potential markets. Grape is one of the few products with a diversified market which is consider a major advantage by producers.

### Exports by Country

Metric Tons



## Policy

The Government of Peru does not have any program to encourage the production of grapes in the country. Nevertheless, the Peruvian SPS agency (SENASA) has began to enforce phytosanitary requirements for imported grapes. So far, four containers of Chilean grapes have been rejected for not meeting current phytosanitary requirements.

